

Message Text

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61
ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 CIAE-00 INR-10 NSAE-00 RSC-01

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FM AMCONSUL FRANKFURT
TO SECSTATE WASHDC 6620
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INFO AMEMBASSY BONN

UNCLAS FRANKFURT 1356

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: WTDR - SCIENCE TRADING GMBH

REF: USDOC 2017

1. ADDRESS: 8 LICHTENSTEINSTRASSE, 6000 FRANKFURT/MAIN,
WEST GERMANY, CABLE: SCINTRA,PHONE: 0611-595941, OFFICERS:
KARL HEINZ HUPPERTZ, MANAGER, RICHARD H STERN, SALES
MANAGER.

2. THE FIRM WAS ESTABLISHED IN 1971, AS A SALES AGENT OF
SCINETIFIC INSTRUMENTS, RADIATION SHIELDING MATERIAL AND
LABORATORY AND HOSPITAL EQUIPMENT. THE FIRM HAS 3 EMPLOYEES.
SALES AREA IS WEST GERMANY AND OTHER EUROPEAN COUNRIES;

3. FINANCIAL REFERENCES: DRESDNER BANK AG, FRANKFURT.
TRADE REFERENCES: ATOMERIC CHEMTEALS, 584 MINEOLA AVE,
CARLE PLACE, NY, BROOKLINE INSTRUMENTS CO, 4 WESTCHESTER
PLAZA, ELMSFORD, NY.

4. FOREIGN FIRMS REPRESENTED: ATOMERIC (RADIATION
SHIELDING MATERIAL), BROOKLINE (SCALE SYSTEMS FOR HOSPITALS,
GRAY TOOL CO HOUSTON, TEXAS, (THROUGH LONDON
SUBSIDIARY: HIGH PRESSURE PIPE CONNECTIONS), TECHNICAL
WORLD INC, SUNNYVALLE, CALIF. (METEROLOGICAL SENSORS)
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SOLA BASIC INTL., MILWAUKEE, WISC (LABORATORY FURNACES),

TUBE TURNS DIV OF CHEMETRON CORP, LOUISVILLE, KY
SIX OF TEN AMERICAN FIRMS REPRESENTED.

5. THE FIRM IS REGISTERED AS C CORPORATION OF SHARES WITH
A NOMINAL CAPITAL OF DM 20,000 HELD SOLELY BY GUENTER
SCHANZ, A LOCAL BUSINESS MAN OF GOOD STANDING. THE MAIN
FORCE BEHIND THE FIRM, HOWEVER, IS R H STERN, AN AMERICAN
CITIZEN WHO HAD HIS OWN BUSINESS FROM 1963 TO 1970 AND HAD
BEEN A REPRESENTATIVE OF OVER 20 AMERICAN FIRMS IN THE
FIELD OF SCIENTIFIC INSTRUMENTS AND RELATED EQUIPMENT.
BEFORE BANKRUPTCY PROCEEDINGS WERE OPENED AGAINST
MR. STERN IN NOVEMBER 1970 HE HAD PREVIOUSLY HAD A
GOOD REPUTATION AS AN EXPERIENCED BUSINESSMAN.
THE PRESENT FIRM'S FINANCIAL SITUATION APPEARS TO BE
ORDERLY. THE BANK GRANTS CREDITS AGAINST THE USUAL
SECURITY AND REPORTS PROMPT RETURNS. NO DEROGATORY
INFORMATION REGARDING PAYMENTS WAS RECEIVED FROM
EITHER SOURCE. REAL ESTATE IS NOT OWNED BY THE FIRM,
ABOUT DM 10,000 ARE INVESTED IN OFFICE EQUIPMENT. GIVEN
MR STERN'S EXPERIENCE IN THIS TRADE AND SOUND FINANCIAL
BACKING, THE FIRM IS RECOMMENDED AS A BUSINESS
CONNECTION.

6. INFO 02/74, PREPARED BY P BARTOLSIC, REVISED BY
R A DUGSTAD.HARLAN

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